



The Long & Foster Market Minute™

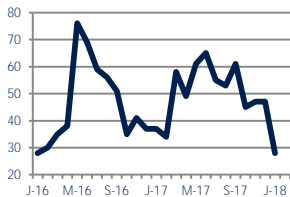
Focus On: Bon Air and Huguenot Farms Housing Market

January 2018

Zip Code(s): 23235

Units Sold

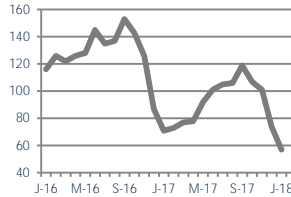
28



Down
Vs. Year Ago

Active Inventory

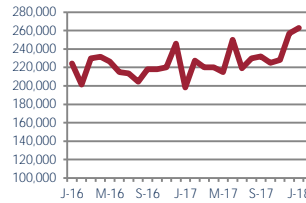
57



Down -20%
Vs. Year Ago

Median Sale Price

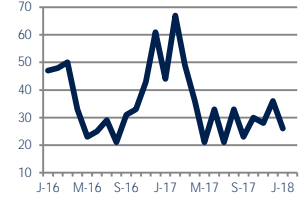
\$263,000



Up
Vs. Year Ago

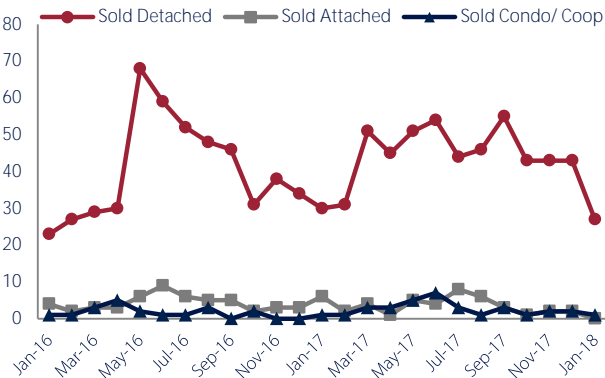
Days On Market

26



Down -41%
Vs. Year Ago

Units Sold*



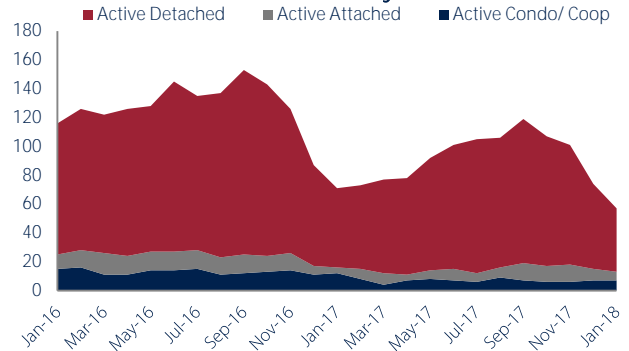
Units Sold

With relatively few transactions, there was a decrease in total units sold in January, with 28 sold this month in Bon Air and Huguenot Farms. This month's total units sold was lower than at this time last year, a decrease from January 2017.

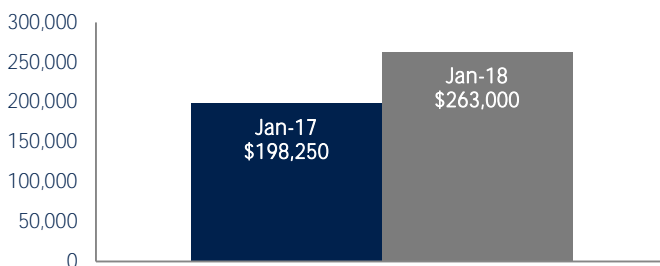
Active Inventory

Versus last year, the total number of homes available this month is lower by 14 units or 20%. The total number of active inventory this January was 57 compared to 71 in January 2017. This month's total of 57 is lower than the previous month's total supply of available inventory of 74, a decrease of 23%.

Active Inventory*



Median Sale Price



Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last January, the median sale price for Bon Air and Huguenot Farms Homes was \$198,250. This January, the median sale price was \$263,000, an increase of \$64,750 compared to last year. The current median sold price is higher than in December.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

Bon Air and Huguenot Farms are defined as properties listed in zip code/s 23235.

*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

Information included in this report is based on data supplied by CVRMLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of CVRMLS or Long & Foster Real Estate, Inc.



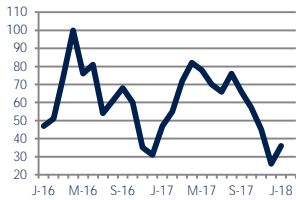
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 23235

New Listings

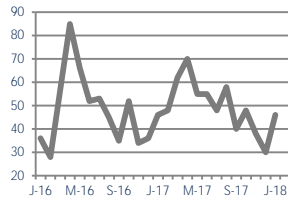
36



Down -23%
Vs. Year Ago

Current Contracts

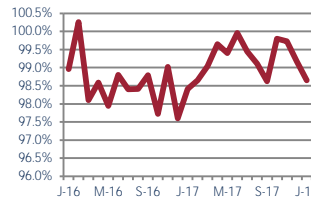
46



No Change
Vs. Year Ago

Sold Vs. List Price

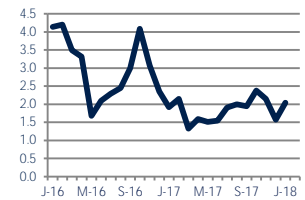
98.7%



No Change
Vs. Year Ago

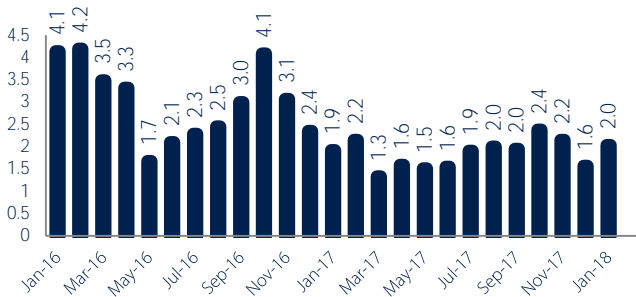
Months of Supply

2.0



Up 6%
Vs. Year Ago

Months Of Supply



Months of Supply

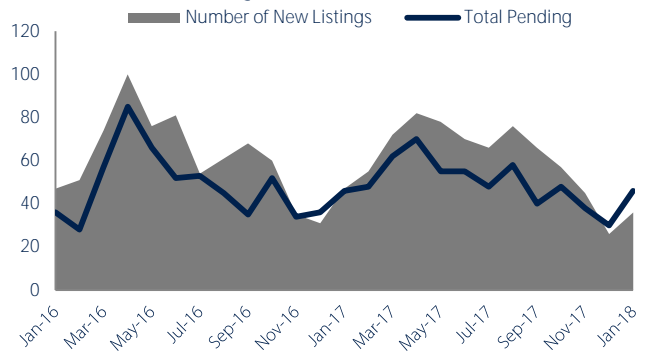
In January, there was 2.0 months of supply available in Bon Air and Huguenot Farms, compared to 1.9 in January 2017. That is an increase of 6% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

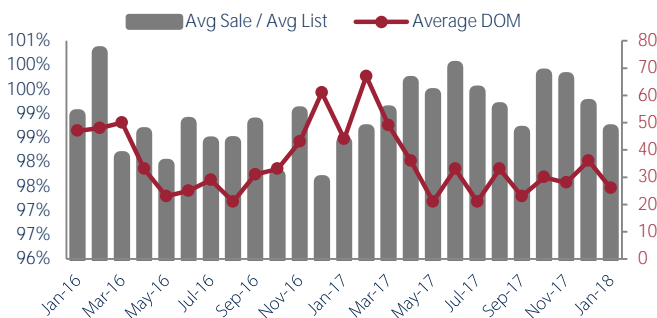
New Listings & Current Contracts

This month there were 36 homes newly listed for sale in Bon Air and Huguenot Farms compared to 47 in January 2017, a decrease of 23%. There were 46 current contracts pending sale this January, consistent with the volume a year ago. The number of current contracts is 53% higher than last month.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in Bon Air and Huguenot Farms was 98.7% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 26, lower than the average last year, which was 44, a decrease of 41%.



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